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New Car Franchise(s)

Hyundai



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Scoreboard Totals

% Retailed of Non-Franchise Make	0%
Total # Retail Units	16
Avg. Days to Sale	64.8
Avg. Advertised Price (Time of Sale)	\$ 25,559
Avg. Transaction Price	\$ 25,292
Avg. Market Price at 100%	\$ 24,712
Avg. Price to Market % (Time of Sale)	103%
Avg. Transaction to Market	102%
Avg. Transactional Discount	\$ 267
Avg. Front-End Gross	\$ (267)
Avg. Finance Gross	\$ 663
PUVR	\$ 396
Total Gross (Units & PUVR)	\$ 6,329
GROI	9%
% with Trade	50%
Avg. Over/Under Allowance	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	0%	#DIV/0!	#DIV/0!
Total # Retail Units	16	0	0
Avg. Days to Sale	64.8	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 25,559	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 25,292	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 24,712	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	103%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	102%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 267	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ (267)	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 663	#DIV/0!	#DIV/0!
PUVR	\$ 396	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 6,329	#DIV/0!	#DIV/0!
GROI	9%	#DIV/0!	#DIV/0!
% with Trade	50%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



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Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Mike Lucki	Matt Vollmers
% Retailed of Non-New Franchise	0%	#DIV/0!	#DIV/0!
Total # Retail Units	16	0	0
Avg. Days to Sale	64.8	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 25,559	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 25,292	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 24,712	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	103%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	102%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 267	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ (267)	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 663	#DIV/0!	#DIV/0!
PUVR	\$ 396	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 6,329	#DIV/0!	#DIV/0!
GROI	9%	#DIV/0!	#DIV/0!
% with Trade	50%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



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Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	0%	#DIV/0!	#DIV/0!
Total # Retail Units	16	0	0
Avg. Days to Sale	64.8	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 25,559	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 25,292	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 24,712	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	103%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	102%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 267	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ (267)	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 663	#DIV/0!	#DIV/0!
PUVR	\$ 396	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 6,329	#DIV/0!	#DIV/0!
GROI	9%	#DIV/0!	#DIV/0!
% with Trade	50%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



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Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	16	14	2
Avg. Days to Sale	64.8	72.6	10.0
Avg. Advertised Price (Time of Sale)	\$ 25,559	\$ 26,239	\$ 20,750
Avg. Transaction Price	\$ 25,292	\$ 25,941	\$ 20,750
Avg. Market Price at 100%	\$ 24,712	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	103%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	102%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 267	\$ 298	\$ 50
Avg. Front-End Gross	\$ (267)	\$ (298)	\$ (50)
Avg. Finance Gross	\$ 663	\$ 695	\$ 435
PUVR	\$ 396	\$ 397	\$ 385
Total Gross (Units & PUVR)	\$ 6,329	\$ 5,559	\$ 770
GROI	9%	8%	67%
% with Trade	50%	50%	50%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	16	16	0
Avg. Days to Sale	64.8	64.8	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 25,559	\$ 25,559	#DIV/0!
Avg. Transaction Price	\$ 25,292	\$ 25,292	#DIV/0!
Avg. Market Price at 100%	\$ 24,712	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	103%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	102%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 267	\$ 267	#DIV/0!
Avg. Front-End Gross	\$ (267)	\$ (267)	#DIV/0!
Avg. Finance Gross	\$ 663	\$ 663	#DIV/0!
PUVR	\$ 396	\$ 396	#DIV/0!
Total Gross (Units & PUVR)	\$ 6,329	\$ 6,329	#DIV/0!
GROI	9%	9%	#DIV/0!
% with Trade	50%	50%	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	16	16	0
% of Retail Units	100%	100%	0%
% Retailed of Non-New Franchise	0%	0%	#DIV/0!
Avg. Days to Sale	64.8	64.8	#DIV/0!
Avg. Transaction Price	\$ 25,292	\$ 25,292	#DIV/0!
Avg. Transaction to Market %	102%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 267	\$ 267	#DIV/0!
Avg. Front End Gross	\$ (267)	\$ (267)	#DIV/0!
Avg. Finance Gross	\$ 663	\$ 663	#DIV/0!
PUVR	\$ 396	\$ 396	#DIV/0!
Total Gross (Units & PUVR)	\$ 6,329	\$ 6,329	#DIV/0!
GROI	9%	9%	#DIV/0!
% with Trade	50%	50%	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



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Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	16	6	5
% of Retail Units	100%	38%	31%
% Retailed of Non-New Franchise	0%	0%	0%
Avg. Days to Sale	64.8	9.2	39.8
Avg. Transaction Price	\$ 25,292	\$ 20,054	\$ 22,501
Avg. Transaction to Market %	102%	#DIV/0!	99%
Avg. Transactional Discount	\$ 267	\$ 117	\$ 934
Avg. Front End Gross	\$ (267)	\$ (117)	\$ (934)
Avg. Finance Gross	\$ 663	\$ 638	\$ 724
PUVR	\$ 396	\$ 521	\$ (210)
Total Gross (Units & PUVR)	\$ 6,329	\$ 3,127	\$ (1,049)
GROI	9%	102%	-8%
% with Trade	50%	50%	80%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



46-60 days	61-90 days	90+ days
1	1	3
6%	6%	19%
0%	0%	0%
50.0	81.0	217.0
\$ 39,100	\$ 42,330	\$ 30,138
95%	107%	110%
\$ 1,886	\$ (1,872)	\$ (369)
\$ (1,886)	\$ 1,872	\$ 369
\$ 1,100	\$ -	\$ 686
\$ (786)	\$ 1,872	\$ 1,055
\$ (786)	\$ 1,872	\$ 3,165
-14%	20%	6%
0%	0%	33%
#DIV/0!	#DIV/0!	#DIV/0!